

THE ARIZONA REPUBLICAN

PHOENIX, ARIZONA
Published Every Morning by the
ARIZONA PUBLISHING COMPANY
All communications to be addressed to the Company:
office, corner of Second and Adams Streets.
Entered at the Postoffice at Phoenix, Arizona, as
Mail Matter of the Second Class.

President and General Manager, Dwight B. Heard
Business Manager, Charles A. Stauffer
Assistant Business Manager, Garth W. Cate
Editor, J. W. Spear
City Editor, Lyle Abbott

SUBSCRIPTION RATES—IN ADVANCE
Daily and Sunday, one year, \$8.00
Daily and Sunday, six months, 4.00
Daily and Sunday, three months, 2.00
Daily and Sunday, one month, .75

MEMBER OF THE ASSOCIATED PRESS
Receiving Full Night Report, by Leased Wire.

TELEPHONES
Business, Advertising or Circulation, 422
Editorial or News, 423
Job Printing, 429

General Advertising Representative, Robert E. Ward,
New York Office, Brunswick Building, Chicago,
Advertising Building.

WEDNESDAY MORNING, JUNE 7, 1916.

A faithful and true friend is a living treasure, inestimable in possession and deeply to be lamented when gone. Nothing is more common than to talk of a friend; nothing more difficult than to find one; nothing more rare than to improve by one as we ought.

—Anonymous.

Kitchener of Khartum

The death of Earl Kitchener, the British secretary of state for war, in the circumstances in which it occurred, is the most horrifying event of the conflict. We do not mean that it will essentially change the course of the war or that it will affect seriously the part Great Britain is taking in it. Great Britain has suffered other reverses that were more disastrous, the Dardanelles campaign, the Mesopotamian campaign and the diplomatic and military defeats in the Balkans were more crippling to the country than the death of Kitchener.

But his prominence, the foremost though not the most skillful soldier of his time, renders his tragic end the most outstanding of all British disasters. It would be the most serious if the British were a sentimental rather than a matter-of-fact people. The loss of a leader is less to them than the loss of prestige. Another leader will rise to take the place of the late war secretary and the British part in the war will probably be carried along as in the past.

Kitchener was naturally selected as the chief director of military operations when Great Britain entered the war. He stood above all other British captains and rather alone. The politicians who have had so much to do with the conduct of the war would have preferred another war leader but there was no other who loomed so prominently. The politicians had had experience with "K. of K." and having accepted him they set about handicapping him. Against his wish the politicians and social influence made Sir John French commander-in-chief of the expeditionary force in France where he was kept in spite of Kitchener for months after he had failed miserably, and then was brought home and rewarded. With the Dardanelles expedition Kitchener had nothing to do but to bring that ill-advised enterprise to a close. The Mesopotamian expedition was forced upon him. And, in fact, every British campaign which has ended in disaster is said to have been undertaken against his protest.

So great was he hampered by politicians and social influence that months ago his resignation was reported and for months his name has been less frequently mentioned in connection with the great war than that of many a small British statesman. His visits to Italy and France resulting in a strengthening of the allied armies in those countries, and his visit to Greece which strengthened the position of the allied troops at Saloniki were the most notable of his later achievements. It may be believed that his journey to Russia on which he lost his life was intended to cement more closely the coalition and to assist by advice the great Russian offensive which is supposed to be already under way.

More clearly than any of his countrymen, more clearly than any man of any other nation, Kitchener understood the great task which the war imposed upon Great Britain and the allies. He predicted at the beginning that it would be a long war. He said in the House of Lords, "My term of office is for the duration of the war or for three years if the war should last longer than that." Then he set about doing what perhaps no other British could have accomplished. Within four months he had 1,250,000 recruits under training and had plans laid for an increase of the volunteer army to 3,000,000. This was an achievement that excited the admiration of military experts of all countries.

As a soldier, that is, as a winner in the field of battles, the place of Kitchener in military history will always likely be a subject of dispute. He had fought only savage tribes and the greatly outnumbered Boers. He had crowned the conquest of Egypt by the capture of Khartum but it was the victory of a great administrator rather than that of a great military commander.

It will be interesting to know that the military service of Kitchener began, as it ended, against Germany. In 1871, at the age of twenty-one, having become a second lieutenant of royal engineers after completing his military education at Woolwich, without the consent of his government, he enlisted as a private in the French Mobile Guard and participated in the disastrous retreat after the defeat of the French at Le Mans. At sixty-six, an British war secretary, he was brought to his death in the perpetually stormy waters north of Scotland by a German mine or torpedo.

Phoenix and Mining

It has been the misfortune of Phoenix and not that of the mining industry of Arizona that Phoenix has not taken a greater interest in that industry and has failed to recognize it as the state's greatest source of wealth. That recognition is now coming; we may say it has come and, in consequence, we believe that there will be a new Phoenix. More men and women of Phoenix than ever before have become interested in Arizona mining properties. Lately the commercial bodies of this city have entered upon a campaign of encouragement of the mining industry.

All this is in happy contrast to the general attitude of Phoenixians toward the mining business a few years ago. A few of the merchants were engaged in furnishing supplies and machinery for some of the smaller and nearer mines and some of them, but a

very few had become personally interested in mining properties. But that was the extent of the relation between Phoenix and the mining industry. Neither the prospector nor the intending investor encountered much encouragement here. The latter, when he came to town was importuned to purchase real estate when he wanted only to buy mining properties, and the importunities of the real estate dealers of those days sometimes, and frequently, went so far as to take the form of "knocking" the mining business. That was one thing that contributed to the misunderstanding between this valley and the mining counties.

Thus Phoenix, though admirably situated geographically, on the cross-roads between the mining regions of the south and those of the north, and between those of the east and the west, lost an early opportunity to become the mining center of Arizona. There was no Arizona mining center; there were only centers of mining districts. And as Phoenix did not lie in a mining district it was altogether outside of the industry. The mining center of Arizona was Los Angeles, which lay 300 miles outside the state boundary.

Without any effort, and in spite of itself, Phoenix has become a sort of a center of the great Pinal county mining region and it has failed to make the most of its position. Later, though realizing somewhat the benefits that have been derived from that position, Phoenix is now looking toward the Ajo country. But important and even necessary as that is, it is but a small part of the task of becoming a real mining center.

Denver became great because of the mines of Colorado. Denver was really less favorably situated for a mining center than Phoenix. It was rather outside the edge of the mining region but it was the most important city nearest to the mines and it was there that miners and investors met. If they had not been kindly received and if an interest had not been taken in their meeting, they would probably have made some other town the mining center of the Great Divide. But from the beginning all the people of Denver talked mines. There was there an atmosphere of mining in which plans were formed for the development of what afterward became world-famous mines.

Now the opportunity has come to Phoenix again and we believe it will be embraced and that there will be a strong inclination on the part of merchants and business men generally to encourage every legitimate mining enterprise and every movement for the development of the industry, not only in this vicinity but throughout the state.

The Big "Intensive" Farm

Near Bridgeport, N. J., is a remarkable farm where "intensive" methods are used on a wholesale scale. It is a truck farm which was formerly unsuccessful, owing to seasonal handicaps. The worst drawback, summer drought, was overcome by constructing an extensive and probably expensive irrigation system—an arrangement of overhead sprinklers covering 160 acres. This move required courage on the part of the farmer; but, together with scientific fertilization, it has produced highly satisfactory results.

The owner farms with his head as well as with his body. He saw that Southern new potatoes brought high prices, so he obtained special strains of early potatoes and cultivated them carefully. He now not only has potato crops earlier than those of his neighbors, but he produces 625 bushels per acre, whereas the usual yield is 100 to 200 bushels per acre. Another notable achievement of this farm is the production of 10,000 quarts of strawberries to the acre, which is nearly three times larger than the normal yield.

These astonishing crops are obtained by overhead sprinkling and heavy fertilizing. The results are impressive. But what about expenses? We know how some of this farmer's crops compare with those of the average farmer. It would be equally interesting to know how his expense accounts compare with those of the average farmer. Fertilizers and labor are not cheap, and water costs something.

Assuming that a large number of farmers had sufficient capital to go into intensive farming on such a scale (a hugely improbable supposition), what would be the result of such enormous production? Would not prices sink to a point where nobody could make a profit? Intensive methods may succeed on small farms or in isolated instances, but it is fairly apparent that the country has not a sufficiently dense population to make intensive farming successful as a universal practice.

Real Estate Advertising

There are two or three lines of business which seem to me particularly susceptible to good advertising, in which good advertising is singularly scarce, writes Charles A. Bates in Burnham's Lists.

Chief among these is real estate. Some real estate men are very shrewd, liberal advertisers, but a vast majority of them either make poor use of newspaper space or none at all. In many thousands of cases the "shingle" over the door and the usual signs on the various places of property for sale are practically all the advertising that is done. A great many real estate men will simply advertise the fact that they are real estate dealers and have choice farms and residences for sale, and that they will be pleased to have people call at their office when contemplating any investment.

This sort of advertising is all right as far as it goes, but it does not go very far. The principal object of advertising is to interest people who are able to buy homes or farms, but who think they are not able. And the way to do it is to tell your ads just the things you tell the man who calls at your office. Think of all possible questions that a prospective customer will ask, and answer them in your ad. Be explicit. It is not the best possible advertising simply to tell the size, location, condition and price of a piece of property. Of course that is a good deal, and is more than many ads tell, but the ad that is most likely to make a quick sale is one that tells an interesting story and covers many seemingly unimportant details.

When you talk to a man about selling him a piece of real estate you are talking about something which concerns his whole future welfare. The more information you give the better. Once interest him and he will read any amount of matter.

If I had a good farm to sell, I should publish a concise history of it. I should get as many facts as possible about it and tell them. I would tell how well it had paid, and what kind of crops had paid best. I would speculate a little as to the possibilities ahead of the man who will work it properly. I would not enlarge upon the truth, but I would make the most of the truth. I probably would not say anything that could not be said of many other good farms, but the fact that it would not be said of the others would lead people to believe that my farm was the most desirable one to be had.

If you have been in business for a number of years it is probable that some, if not many, men who have bought farms from you have commenced with practically nothing, paid for them in installments from their annual proceeds, and accumulated neat sums which they have out at interest. If so, any of these men could tell an interesting story. Anyone could write a long letter of his success which would make the best kind of material for an ad of yours. It would cause many men who are working on farms to feel that they, too, should be owners and that they could succeed equally well.—Dayton Journal.

THANKS, SAY
THE SOLDIERS

Militiamen In Camp Harry Jones Grateful to Local Rotary Club for Gift of Tobacco; Jones Says "Next?"

Camp Harry J. Jones,

Douglas, Ariz., May 26.
From the Enlisted Men of Company "A," 1st Infantry, organized Militia of Arizona to the Rotary club of Phoenix, Arizona, greetings and many thanks.

The smoking tobacco kindly sent us has been distributed so that every man who smokes pipe or cigarettes has been supplied. A very few of the men don't smoke, but they are just as thankful to you for the spirit manifested by the present, which shows us we still have good friends in our old home town. While we are not doing any fighting but are forced into a period of watchful waiting on the border, the letters from home, papers and magazines, and the solid enjoyment of pipe or cigarette are the principal means of relieving the monotony of camp life.

Look after the blissful fragrance of your tobacco shall have waited away into space with the smoke from our pipes and cigarettes, long after the time when we shall fold our tents and move where Uncle Sam orders and long after the present trouble is over, will Co. A boys remember the Rotary club of Phoenix for their kindness.

Sec. C. Decatur Jones of the Rotary club says, "We sent P. A. a letter some time ago and got their feet wet."

Where the People
May Have Hearing

OUR SARCASTIC FRIEND

Phoenix, Ariz., June 6, 1916.
The Arizona Republican,
Gentlemen:

Always eager to applaud the courageous proclamation of the truth, I hasten to congratulate the Republican on its leader of this morning in regard to the German victory in the North Sea.

Let me inform you, however, that the editor of the Republican is not the first man in Phoenix to give forth his suspicion that the British admiral—departing shamefully from the time-honored usage of civilized warfare—has not been giving out all wars and immediately the full and unvarnished facts. I have come across a number of people in Phoenix from their native land, have been able to explain to me that the so-called British victory off the Falklands amounted to nothing in reality but the sinking by an accidental shell from the British main fleet of a German merchant vessel proceeding unarmed on its way with milk and warm clothing for the victorious German army in South Africa.

It seems to me, nevertheless, that in his leader your editor still does less than justice to the German admiralty. Why, when he gives all the gunnery to the Germans, should he attribute all the brains to the British? Does he really believe that there are no men of imagination left in the German admiralty capable of helping out a little with a good press statement when things do not go altogether right upon the seas?

But I will not insist. When I read first the account given by the German naval authorities, I thought it not impossible that a certain amount of discretion and good judgment had been used in the selection of the details given out. When, however, I thought of the way in which, before the war, the German Kaiser and his chiefs had taken the common people into their entire confidence, giving them every opportunity and ample time to make known their wishes and consenting to the war only when driven into it by the clamor for it of the Social-Democrats, I had no doubt as to their course now. So when I read two or three days later that they had officially announced the loss of the battleship Westfalen, I saw from the frankness of their admission that the delay in mentioning the matter had arisen simply through the press of business which had prevented them checking up every little item. That such a slip in figuring was easy enough is shown by the fact that the editor of the Republican himself when he wrote the article was evidently still unaware of the loss.

Therein, to be frank myself, it seems to me he was at fault. To be so strongly pro-German that he squints a trifle in his views of things is nothing against a man, being due as it is generally to circumstances connected with his or his father's birth over which he had no control; and such a person is often otherwise intelligent and capable. But with such an excellent paper as yours here in Phoenix, there is no excuse for a man not reading the news.

Reading the news has in our day become a duty of the highest social importance. Oh, what a pity that the League for the Enforcement of Peace had not been in existence some years ago and able to enforce that clause in its program which insists that a peace of six months shall take place before war is declared, in which six months each of the would-be belligerent nations shall be allowed to read enemy news and compelled to read enemy editorials. Three months of such a regime would probably have been sufficient, and the poor peaceable, truth loving rulers, generals and admiralties would once more have brought their ferocious peoples under control and been able to avoid the war which it had been the dream of their lives to avert.

Yours truly,
T. H. BELL.

CONVICT HAD
4 FREE YEARS

Carlos Herrera, Escaped from State Pen Brought to Phoenix from California; L. Castillo, Honor Man, Caught

Two more escaped convicts have been captured and will be returned to the state prison at Florence today. Carlos Herrera, who escaped four years ago was taken in custody in California and brought to Phoenix yesterday at practically the same hour that Leandro Castillo, a convict who escaped from the road camp at Arlington was lodged in the county jail. Herrera has had four years liberty since convicted of murder in Graham county and given a sentence of from ten years to life. He was caught a few days ago by a constable of Brawley, Cal., and brought to Phoenix by agent Brannaman of the state prison. Castillo, the other convict was serving a two to four year sentence for horse stealing when he made his escape.

The Maricopa county jail will soon earn the name of the half-way house if the capture of escapes continue with the rapidity with which they have been forwarded the past few weeks. Just recently three convicts were returned to Florence via the county jail route.

AGED PROSPECTOR HAS
ODD HALLUCINATION

This Cause of Attempted Assault of Mark Rogers Against B. E. Marks

It was a hallucination under which he had labored for three years that moved Mark Rogers, an aged prospector, to attempt an assault upon Attorney Barnett E. Marks at the door of Judge Stanford's court room on Monday afternoon. From the threats and subsequent remarks made by Rogers after he was taken to the sheriff's office he appears to believe that Mr. Marks is concerned in some mining litigation in which he is a party and that some how the attorney is preventing it from coming to trial.

The only relation between Mr. Marks and Rogers, as attorney and client, was several years ago, when Rogers was on trial for a murderous assault in which he shot at a woman at Wickenburg. He was convicted and was sentenced to four years in the penitentiary. He could probably have been acquitted if insanity had been put forward as a defense, but he was unwilling to resort to that.

Rogers had no money to pay his attorney and he gave Mr. Marks his note for his fee; the note being secured by a mortgage on some mining property held by Rogers. The attorney regarded the property of so little value that he neglected to record the mortgage for a long time and when he did present it for record he found that a deed given by Rogers to the man with whom he is now in litigation had already been recorded. Mr. Marks says that he knows nothing about this litigation and has no interest in it and feels no interest whatever in the property involved.

The trial of Rogers took place in January of 1911. A year later Mr. Marks received a letter from Warden Sims of the state prison, inquiring concerning the details of the case, saying that Rogers claimed to be absolutely innocent of the crime of which he had been convicted. To this letter Mr. Marks replied fully. He mentioned the probable insanity of Rogers and added: "If there is anything I can do to assist you in arriving at a true opinion of the case, or assist Mr. Rogers by petitions or applications to the pardoning board or in any way, I shall be glad to do it."

A year later Mr. Marks had some correspondence with Judge O'Connor of Florence, regarding Rogers. He told Judge O'Connor that after the conviction of Rogers he was very bitter against everyone who had had anything to do with it; the attorneys on both sides, the court and the witnesses. He said: "When I was in Florence last month I went through the penitentiary and hearing that Rogers was sick in the hospital I went to see him. He was just as bitter as ever about the matter and abused me a great deal and again made threats of getting even with everyone who was connected with the case."

But the main thing Mr. Marks desires is to correct any impression that might have been made by the threats of the old man that he was con-

SCHULTZ TELLS OF
ACCIDENT ON WHICH
HE IS SUING CITY

Plaintiff's Testimony in for \$30,000 Damage Suit in Which Rope and Bicycle Figure Strongly

R. R. Schultz, who is suing the city for \$30,000 for injuries received when he ran into a rope stretched across Washington street, took the witness stand yesterday and told the court of his physical and mental condition since the accident. He declared that since the night of November 7, 1914, when he rode down the main boulevard on his bicycle and was thrown to the pavement he has been unable to work except for a few weeks at a time. He was 37 years of age when the accident occurred and as conductor on the Arizona Eastern was receiving \$125 a month.

While he is a large, robust looking man he declares that he suffers great pain and is extremely nervous. He declared that he was given no warning that the rope extended across the road and that there were no signal lights. Under cross examination he would not state whether or not the top light of the cluster of lights was burning.

His testimony was corroborated by half a dozen witnesses including C. M. Scott, Supt. of the railroad for which Schultz was conductor. George Pruitt formerly of the city police force predicted just such an accident and subsequent damage suit according to his testimony. Pruitt said his beat included Second and Washington streets where the accident took place and that he himself narrowly escaped being hurt in much the same manner that Schultz was injured. He said that he also ran into the rope and at the time remarked to a man who was working there on a ladder that the city would be up against a damage suit if that rope were not taken away.

The plaintiff rested yesterday and at 2:30 o'clock this morning the defense will begin its case. The defense will endeavor to show contributory negligence, and that the work that was being done on the street at that time was by individual contractors and that the city is not liable. It is understood that the Phoenix Tent and Awning Company was at that time employed in decorating the streets for the state fair and that it was the company's rope and men who were responsible for the traffic not being clear.

Judge J. E. Woodward and J. D. Shenhart represent the plaintiff and the city of Phoenix is represented by City Attorney Richard E. Sloan and Assistant City Attorney J. E. Nelson. Judge Stanford is sitting in the case.

CASE OF DEPUTIES
IN SUPREME COURT

Three Men Charged with Shooting Woman, Ask Supreme Court to Release Them

The cases of James L. Wiley, Ramon Salazar and Thomas Johns, all three of whom were formerly deputy sheriffs of Pima county, were heard in the supreme court yesterday. The three men are being held in the county jail at Tucson, pending their trial for having killed a woman near Tucson.

They have been refused bail since their arrest, and they applied in the superior court for a writ of habeas corpus. That tribunal refused to grant the writ, and the case was appealed to the supreme court.

The three deputies killed the woman, while out hunting for a hold-up man. The woman was in a machine accompanied by her husband and a driver. The machine sped by the deputies, without halting as commanded. As the machine whirled by, all three opened fire, killing the woman instantly.

The supreme court took the matter under advisement. It is expected that a decision will be rendered in the near future.

FRIE SUCCEEDS MERRILL

[Republican A. P. Leased Wire]
BOSTON, June 6.—Calvin A. Frie of this city was elected today to succeed Edward A. Merrill of Cleveland, as president of the board of directors of the First Church of Christ, Scientist, the Mother Church of the Christian Science denomination.

cerned in any litigation in which Rogers is interested or that he has ever had any part in any litigation affecting Rogers since his conviction of assault with a deadly weapon in 1911.

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WHEN IN FLAGSTAFF
Stop at the
**Commercial
Hotel**
Chas. Prochnow, Mgr., Rates \$1 up
Flagstaff, Ariz.

Points of Interest Near Flagstaff
Grand Canyon 45 miles
Extinct Volcanoes 18 miles
Lava Beds 18 miles
Ice Caves 16 miles
Prehistoric cliff dwellings, 10 miles
Cave dwellings 10 miles
Oak Creek Trout Stream, 18 miles
Montezuma's well 50 miles
San Francisco peaks 12 miles
(Elevation 12,900 feet)
Altitude of Flagstaff, 6307 ft.
Prehistoric ruins 35 miles
Natural Bridge 75 miles

INDIANS GIVEN JUDGMENT
[Republican A. P. Leased Wire]
WASHINGTON, June 6.—Judgment against the United States for \$711,328.28 was rendered by the court of claims today in favor of the Little Train of Chippewa Indians, Minnesota, in consideration of lands and timber taken by the government, homesteaders and state of Minnesota. The judgment is based on an award to the Indians of control for 31,692 acres of land and \$262,818 on account of value of timber cut from the lands, with interest.

**The Stock and Fixtures of The
Hill's Seed House, Inc., 126 N.
Center St., will be sold at Public
Auction to the highest bidder
Wednesday morning 10:30 o'-
clock June 7. J. O. Sexson, Assignee**